



GOVERNMENT OF THE DISTRICT OF COLUMBIA

OFFICE OF PARTNERSHIPS AND GRANTS DEVELOPMENT

Executive Office of the Mayor

Fiscal Year 2002 Annual Report

EXECUTIVE SUMMARY

“Responsive Government Promoting Partnerships for a Better District of Columbia”

I. Introduction

The FY02 Annual Report provides a summary of the activities of the Office of Partnerships and Grants Development (OPGD) during this period as well as future opportunities for FY03.

In FY02, OPGD began implementing a Mayoral Order, which gave the office the function of authorizing the solicitation and acceptance of donations made to District government. Two new staff members were hired to manage this function bringing the total staff to eight. The office also moved to a new location in the same building, One Judiciary Square, sharing the space with the DC Youth Advisory Council. OPGD met and surpassed the goals set for FY02. These accomplishments are highlighted below; more details are provided in OPGD’s full FY02 Annual Report.

All of OPGD’s efforts advance Mayor Anthony Williams’ assertion that *“as we move forward in rebuilding the nation’s capital city, our success will be determined by our combined commitment to work together.”* Through the development of multi-sector partnerships, OPGD creates vehicles for District Government, Federal Government, nonprofit groups, foundations, businesses, and faith institutions to come together, work together and succeed together.

II. Competitive Federal Grants

OPGD’s primary focus is on enhancing federal grants development. By identifying and communicating as many new competitive federal grant opportunities as possible and providing technical assistance to District agencies, the quality and quantity of grant applications improved, which resulted in increased grant funding for the City.

Of a total 265 NOFAs for which District Government was eligible in FY02, agencies applied for 138 grants of which 74 were awarded. This represents a 54% success rate. Approximately \$30 million went to programs under the Strengthening Children, Youth and Families strategic priority area.

Total New Federal Competitive Grant Opportunities for the District in FY02

	NOFAs for which DC was eligible	Applications Submitted	Awards	Pending Award Announcements
Number	265	138	74	21
Dollar Amounts	\$122 million	\$64 million	\$33.3 million	\$11.5 million

The table below shows the breakdown of applications submitted and awards. The Department of Health and DC Public Schools received \$17.3 million or nearly 50% of these awards in FY02. The Department of Human Services received over \$4 million in new grant revenue.

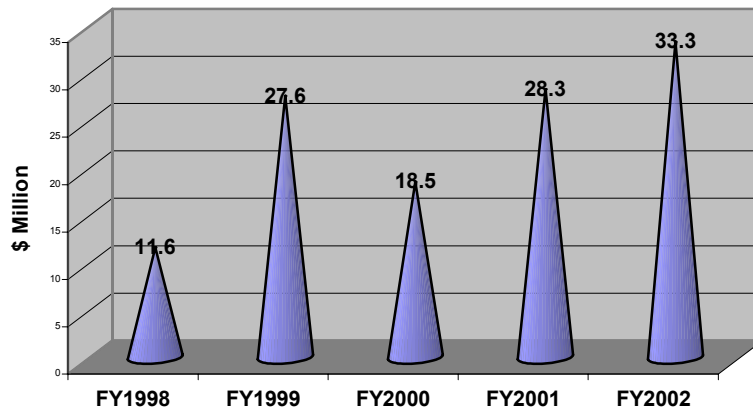
New Competitive Federal Grant Data By DC Agencies

Agency	Total Applications Submitted	Total Grant Awards	Total Funds Awarded in \$1000s
-Child and Family Services Agency	4	4	2,969
-Commission on National and Community Service	4	3	542
-DC Commission on the Arts and Humanities	1	1	437
-DC Energy Office	1	1	10
-DC Housing Authority	5	1	750
-DC Public Schools	22	13	6,664
-District Division of Transportation	1	1	38
-Department of Consumer & Regulatory Affairs	1	0	0
-Department of Housing & Community Development	1	1	100
-Department of Human Services	14	9	4,312
-Department of Employment Services	1	1	475
-Department of Health	51	24	10,677
-Department of Mental Health	2	2	1,908
-Department of Parks and Recreation	4	2	328
-Emergency Management Agency	1	1	50
-Fire & Emergency Medical Service	2	1	221
-Justice Grants Administration	3	2	2,065
-Metropolitan Police Department	7	4	622
-Neighborhood Action	1	1	160
-State Education Office	2	1	920
-University of DC*	10	1	64
TOTAL	138	74	\$33,312

* UDC was awarded an additional \$980,557 for the HHS Health Careers Opportunity Program in FY02, which was applied for in FY01.

The figure below illustrates the District government's performance since FY98. The \$33 million total competitive grant award figure for FY02 was the highest in five years. These figures indicate that over a five-year period, District agencies have received an average of \$24 million per year in grant revenue, and have become increasingly better at identifying and winning grant dollars. The FY02 figure of \$33.3 million contributed to a total of \$118.4 million in federal competitive grant awards received since FY98.

Total New Competitive Federal Grant Awards FY98-FY02



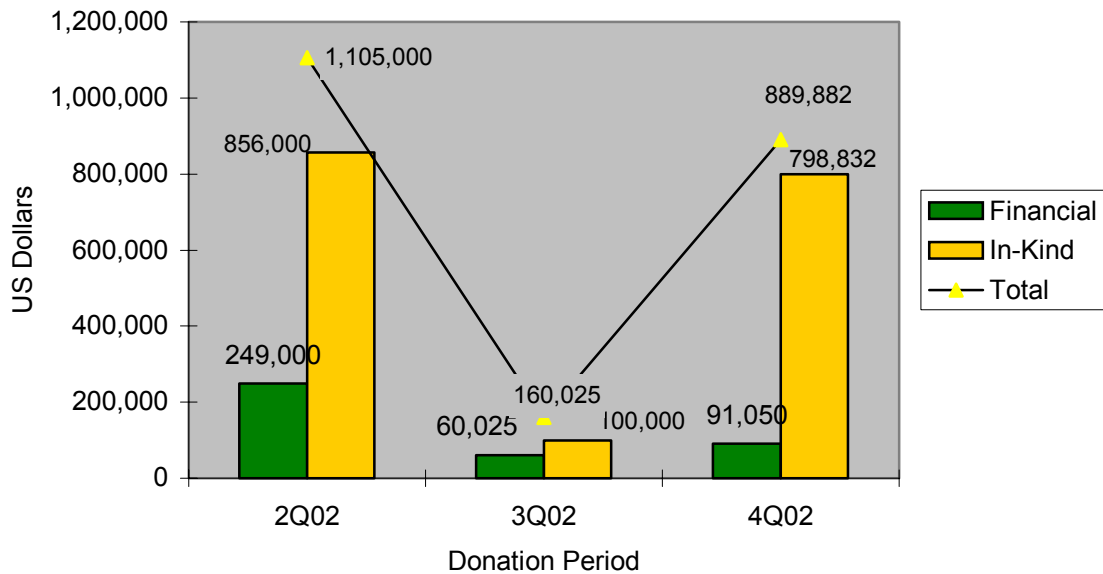
In addition, OPGD also provided technical assistance to agencies applying for Federal funds. These services included hiring grant writers, coordinating the application process, writing portions of the proposal, facilitating planning meetings, participating on grant writing teams, identifying partners, securing letters of support and signatures, and facilitating the sub-granting process. OPGD carried out 26 technical assistance activities directed to 13 agencies applying for Federal funds. This is twice the number of technical assistance activities of FY01. These direct activities contributed approximately \$7.9 million in federal funds. The return on the investment of \$52,000 for the hiring of eight grantwriters for District agencies was close to \$7.3 million or 23% of the total amount received for the year. To support District employees in their grant development function, the Office also coordinated the presentation of two three-day proposal-writing courses with the Office of Personnel's Center for Workforce Development.

OPGD maintained its role as the District's State Single Point of Contact for all federal grant programs covered by Executive Order 12372. In FY02, 298 SAI numbers were issued to organizations applying for grant programs that are covered by Executive Order 12372. This is an increase of 19% from last fiscal year. The office also continued to support the work of the District's Grants Council, taking the lead on grant development issues.

III. Multi-sector Partnerships

In the area of partnerships, OPGD created and expanded multi-sector partnerships between the District government, private, and public sector partners, as well as intra-agency government partnerships. During this period, OPGD administered the Rules of Conduct Governing Donations to the District, adopted Citywide donation policies and procedures – in consultation with the Office of the Chief Financial Officer and Office of Corporation Counsel – and developed an on-line donation application process. OPGD also authorized nearly \$2 million in donations made to the District, and published quarterly donation reports. The following graph provides a breakdown of these donations by quarter.

FY02 Quarterly Donations made to the District



OPGD also facilitated and tracked the establishment of several categories of public-private partnerships in FY02. For example, the District received \$ 6.7 million in private grant revenues from non-government funding partners and established partnerships with local business and civic organizations to expand the Adopt-A-Block Program to nearly 130 new blocks in the District. In addition, the OPGD director worked closely with the Office of the Secretary of the District of Columbia, the Executive Mayor of the City of Tshwane in South Africa, and the South African Embassy to establish a protocol agreement between both cities.

IV. Services to Nonprofit Community

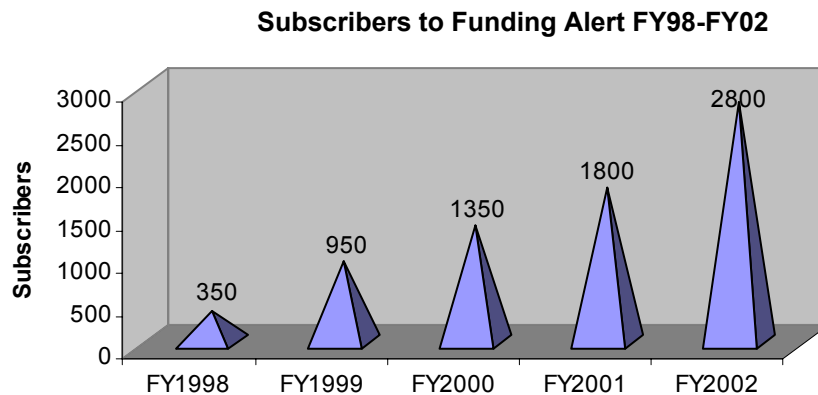
OPGD's commitment to strengthening the relationship between District government and nonprofit organizations reflects a recognition of the important role community partners play in meeting strategic goals, and in delivering key services to District residents. In FY02, our capacity-building events and one-on-one technical assistance for nonprofit and faith-based organizations reached over 1250 people. Furthermore, OPGD's "Faith-Based Initiative" provided a variety of customer service/capacity building activities to 280 faith-based organizations. A new one-year pilot program called the Strengthening Partners Initiative (SPI) was designed to strengthen the capacity of 24 District-based emerging faith-based and nonprofit organizations and facilitate meaningful partnerships with more established nonprofits and local government agencies via organizational development and leadership training seminars.

OPGD also sponsored the fourth annual Public-Private Partnership Conference: "Partnerships – Now More Than Ever" in partnership with the Washington Council of Agencies, George Washington University, Citibank, F.S.B., and Raffa. Over 330 individuals from District Government, federal government, foundations, nonprofit and faith-based organizations, corporations, businesses, universities and colleges were involved in the conference. This conference allowed participants from different sectors opportunities to meet and consider future relationships.

V. Communications

Communication is the foundation for effective collaboration. With this in mind, in FY02, OPGD greatly expanded its outreach by establishing a website and utilizing email communications while maintaining its commitment to quality, timeliness, and accuracy.

During FY02, over 270 grant programs from the federal government and over \$32 million in District government sub-grants were announced in our weekly publication, the *Funding Alert*. Its subscriptions rose to 2800 recipients, a 36% increase over the previous year.



OPGD expanded its website which makes the office's services and information available to citizens in a more convenient and comprehensive manner. The response was exceptional. The total hours of contact time has quadrupled since its launch in March 2001. By the end of the fiscal year, 52,999 visits were logged in to the website, the equivalent of 8 years of contact time. This is compared to approximately 30,000 visits in FY01.

As of the end of FY02, the District government developed a new intranet for internal business functions in order to better serve government offices, agencies, and employees. OPGD was on the forefront of this initiative as one of the first offices to provide content - over 40 pages - for its intranet presence

VI. Looking Ahead

Looking ahead to FY03, the Office of Partnerships and Grants Development is steadfast in its commitment and vision of "*Responsive Government Promoting Partnerships for a Better District of Columbia.*" OPGD plans to establish and enhance new public-private partnership opportunities that lead to greater resources and advancement of the District's citywide and neighborhood priorities. During this period, OPGD will continue its primary functions while placing a special emphasis on the following District-wide initiatives:

- **Promoting eGrants Awareness and Preparation:** OPGD plans to facilitate a planning committee with citywide stakeholders such as Office of the City Administrator (OCA), Office of the Chief Financial Officer (OCFO), Office of the Chief Technology Officer (OCTO), and representative agencies to develop an eGrants action plan for the District government.

- **Strengthening Partners Initiative (SPI) II** - OPGD will continue its efforts to strengthen the organizational leadership and management capacity of local faith-based and nonprofit organizations incorporating the lessons learned from its first program and start the second class of 30 District-based emerging nonprofits this fall.
- **Enhancing OPGD's Grants Development and Research Services** - OPGD will explore ways to improve its productivity and customer service by using new technology applications and systems to enhance electronic grants development and research operations with help from OCTO and EOM's technical information representatives.
- **Instituting an Effective Donations Application and Tracking System** - OPGD will take steps to fully implement the Rules of Conduct Governing Donations to the District. During this period, OPGD will publish a standard operating procedures manual and develop a training curriculum to better inform government employees about this process.

OPGD's objectives and initiatives for FY03 build on experiences gained and lessons learned and further promote the DC Citywide Strategic Plan. We are looking forward to future opportunities and working towards our vision to be responsive to District residents, partners and organizations by promoting meaningful partnerships and grant programs that make for a better capital city.